Amendments to the Specification:

Please replace paragraph [0008] with the following amended paragraph:

[0008]   According to a feature of the invention, the demand management system selects a forecasting method and creates a forecast. The demand management system then decides if an order for additional units of a product to be supplied to a customer is necessary in accordance with the forecast. The demand management system may then send an order to an order management system that may ~~parses~~ parse the order and sends it to supplier factories for fulfillment.

Please replace paragraph [0038] with the following amended paragraph:

[0038]   It is preferable that the demand management system 116 and a relational database 118 store customer data for a three year period of time. The database 118 is preferably SQL ~~server~~ SERVER, available from Microsoft Corporation. The demand management system 116 may query the database 118 to conduct basic ad hoc analysis such as viewing past actual against current forecasts. The demand management system 116 provides a mechanism to refined and improve future forecasts. The demand management system 116 provides a software interface e.g., an API, that supports a link with other system databases such as Manufacturing Resource Planning (MRP) or an order management database 114. The database 114 is preferably SQL server, available from Microsoft Corporation. The demand management system 116 preferably offers an open architecture and object oriented architecture such that it has the capability to combine multiple off-the-shelf software applications. For example, the demand management system 116 provides a system to easily combine a systems forecast engine with an Excel spreadsheet to create an integrated solution.

Please replace paragraph [0046] with the following amended paragraph:

[0046]   The Demand Forecasting component 204 enables collaborative forecasting, which is the process for collecting and reconciling ~~the~~ information from diverse sources inside and outside the vendor company, in order to provide ~~to come up with~~ a single unified statement of demand. It consists of five aspects. The first is processes and systems to routinely collect customer-level input ~~routinely~~. In some businesses, this may be referred to as geographic information. The second is input to the forecast collection process is

preferably a distributed one, and allows each sales person to operate independently without being connected directly to the forecasting system. The third is to support visibility of forecast changes in a collaborative forecasting environment, through multiple organizations provides providing input that is consolidated into the final statement of demand. The fourth is that the forecasting system maintains the changes made at each organizational level. The fifth aspect processes operates to merge management overrides and inputs with the data collected at the customer level.

Amendments to the Drawings

The attached sheet(s) of drawings includes changes to Fig(s) 2. The sheet(s), which includes

Fig(s) 2, replaces the original sheet(s) including Fig(s) 2.

Attachment: Replacement Sheet(s)